

Name: Jim McGuire		Title: Group VP Operations	
<u>Account Overview</u>			
Twin County Grocers 145 Talmadge Road Edison, NJ 08818		Telephone: (908) 287-4600 FAX: (908) 248-8099	
<ul style="list-style-type: none"> • <u>Trading Area:</u> CT, NY and NJ • <u>Type of Operation:</u> Wholesale Grocer/Co-op • <u>Number of Company-Owned Retail Outlets:</u> N/A • <u>If Wholesale Operation, Number of Retail Outlets Served:</u> N/A • <u>If Wholesale Operation, Major Chains/Group Stores Supplied:</u> 188 (Co-op). • <u>Major Competitors:</u> Wakefern Co-op, Pathmark, Grand Union 			
<u>History of Chain/Account</u>			
<ul style="list-style-type: none"> • Twin County Grocers, Inc., was formed by Foodtown Supermarket owners in 1944. Further growth required the Co-op to move to a larger facility in Linden, NJ (1950). A new distribution center built in Edison, NJ in 1988 services 50 member groups and 183 stores, with annual sales exceeding \$1 billion dollars. 			
<u>Business Profile</u>			
Direct Account (Yes/No): Yes		EFT (Yes/No/NA): Yes	% EFT: 100
Focus Status: Plan B			
If not direct, major cigarette supplier:			
<ul style="list-style-type: none"> • Twin County - RJR volume (cs): 1993 -23.7% (5,242); 1994 -3.9% (5,039); 1995 -7.4% (4,662) • RJR case shipment decline due to highly competitive trading area, overall member stores decline in aggressively merchandising cigarettes, member stores purchasing cigarettes outside of Co-op. 			
<u>Merchandising Profile</u>			
General Comments			
<ul style="list-style-type: none"> • Member stores participate in various RJR self-service, non self-service carton/pack programs. 			
<u>Personal</u>			
Spouse: Betty		Address: 43 John Street Ridgewood, NJ 07450	
Interests: Golf, basketball, refereeing and volunteering for Covenant House			
<ul style="list-style-type: none"> • Graduated Fordham University in 1963, Masters in Business in 1972 • Jim and his wife Betty have 4 children • Began career in food industry in 1963 with Grand Union Co. Held various managerial positions during 18 years, the last being that of VP. Joined Twin County Grocers in 1980 • Named "Man of the Year" by the Catholic Institute of the Food Industry in 1984 • Active volunteer for Covenant House and Chairman of their Annual Food Industry for Covenant House Golf and Tennis Outing • Active in food industry organizations • Member of the Knights of Columbus 			

51853 1574

Name: Perry Sumas

Title: President

Account Overview

Village Supermarkets
733 Mountain Avenue
Springfield, NJ 07081

Telephone: (201) 467-2200

FAX: (201)-467-6582

- **Trading Area:** NJ and PA
- **Type of Operation:** Supermarkets
- **Number of Company-Owned Retail Outlets:** 19
- **If Wholesale Operation, Number of Retail Outlets Served:** N/A
- **If Wholesale Operation, Major Chains/Group Stores Supplied:** N/A
- **Major Competitors:** Pathmark, Acme, Foodtown, A&P and Grand Union

History of Chain/Account

- Chain founded as single store in 1938. Original founding member of Shop Rite Co-op which now numbers 178 high volume supermarkets located in NJ, NY, PA, DE, and CT.
- The company also owns a Shop Rite group of 7 stores located in Southern New Jersey - Starn's Shop Rite.
- In 1992, with a dramatic decline in net earnings due to the recession and increased competition, Village closed one store and sold off one store.
- Shop Rite as a store group is the number one grocery retailer in this market.

Business Profile

Direct Account (Yes/No): No **EFT (Yes/No/NA):** N/A **% EFT:** N/A

Focus Status: N/A

If not direct, major cigarette supplier: Wakefern Food Corporation

- Although most stores do not display, advertise or participate in cigarette contractual programs, this chain averages sales of 500+ cartons per week.
- Robert and James Sumas are extremely active in the operation of their supplier, food co-op Wakefern. Both individuals sit on the board and buying committees.
- Average weekly ACV - \$450,000

Merchandising Profile

General Comments

- Signed NSS Carton contract and SDI Savings Display contract 2/95 (NSL2A). Retail Partner retail accrual match contract.
- The original Village Group of stores does not merchandise single packs. Packs are sold from vending machines. A number of presentations have been made with regard to this issue.
- Recently purchased, Starn's Stores sell single packs non self-service and controlled self-service.
- When a decision is made to merchandise single packs, RJR has the necessary relations to gain all merchandising.

Personal

Spouse: Deceased

Address: 281 Longhill Drive
Short Hills, NJ 07078

Interests: Golf

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Name: James Sumas

Title: Chairman

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Personal

Spouse: Helen

Address: Shalebrook Dr.
Morristown, NJ 07960

Interests: Golf

- James sits on the Board of Wakefern and is very influential in the decision making process.

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